

# EPP Buyer Update

Volume 10, January 2005

## We Are Making a Difference

A cleaning industry expert reviews the ongoing changes in industry practices

By Stephen Ashkin, President, The Ashkin Group



I'm sure you know the quote from Margaret Mead who said "Never doubt that a small group of thoughtful, committed citizens can change the world. In fact, it's the only thing that ever has."

In 2004, we have begun to see some incredible changes in the commercial cleaning industry. Sure it's not as sexy or glamorous as green buildings per se, or industrial sectors such as automotive, computers or technologies.

But it is a huge industry annually consuming:

- **6 billion pounds of chemicals** most derived from non-renewable natural resources and many are quite hazardous to both health and the environment,
- **4.5 billion pounds of janitorial paper** requiring the cutting of between 25 and 50 million trees most of which is bleached with chlorine compounds that contribute dioxins and other toxins into our environment,
- **hundreds of millions of pounds of janitorial equipment** consuming resources when manufactured and resulting in approximately 10,000 garbage trucks full of waste entering our landfills, and
- **employing some 3.5 million janitors**, which in itself is a huge social justice issue.

But in 2004, the commercial cleaning industry has begun the adoption of Green Cleaning practices having a direct impact on the chemical, paper, and equipment sectors, as well as reducing exposures to our workers and building occupants.

*Stephen Ashkin is president of The Ashkin Group, LLC a nationally renowned consultant firm with extensive experience helping federal agencies, states, counties, cities, school districts, commercial buildings and others implement green cleaning strategies. Steve is a 24 year veteran of the cleaning industry. Last October, he conducted a workshop at the 10<sup>th</sup> Annual EPP Vendor Fair and Conference. For more information email [SteveAshkin@AshkinGroup.com](mailto:SteveAshkin@AshkinGroup.com) or visit [www.AshkinGroup.com](http://www.AshkinGroup.com).*

## EPP Benefits

### Remanufactured Cartridges: How good can \$400,000 be for the Environment?

As our program is performing a savings and environmental benefit analysis for the previous fiscal year, some interesting facts are starting to arrive.

High quality remanufactured supplies have been available on state contract for years. Year after year, state customers have saved an average 30% of their supply costs by purchasing these EPP supplies. The popularity of "remans" is steady: last year, the state agencies, cities and towns spent over a million dollars on printer toner cartridges purchased through the statewide contract, and over 70% of those cartridges were remanufactured! **As a result: over \$400,000 in savings last year alone!**

For those of us who are in it for "more than just the money," reusing the plastic shells of the cartridges helped save 10,000 gallons of oil and prevented 33 tons of wasted material, which equates to about 900 cubic yards of saved landfill space! **Look at the new statewide contract OFF16 for information on remanufactured supplies for your equipment!**

## Also In This Issue:

- **Green Cleaning:**  
As the industry is changing, the EPP Cleaners contract now makes cleaning equipment available.
- **In the works:** Four automotive contracts for cleaner air.

Some of our accomplishments and reason for being positive include:

- There are now over 30 manufacturers who are marketing Green Seal “certified” cleaning products. While Green Seal may not be “perfect”, it has eliminated the most toxic ingredients from commonly used products. Furthermore, those 30 manufacturers represent not only the small “green” companies, but also the large companies that control the majority of the market resulting in the potential for significant reductions.
- While all of the major paper companies offer toilet paper and paper towels with post-consumer recycled fiber, there are now 2 major companies that offer “certified” products that are processed chlorine-free.
- Janitorial equipment manufacturers have now entered the “green” market with products that reduce water, energy and chemical consumption; as well as manufactured using recycled materials; and are specifically focused at reducing indoor air quality and other potential health problems.
- One of the largest janitorial cleaning companies announced that it was converting to Green Cleaning. And when a \$700 million company tells its suppliers that they want to buy green – the manufacturers listen. And we predict that it won’t be long before their competitors also start offering green programs further accelerating the demand.
- And, in 2004 we saw the release of a number of important green programs that will forever shape the direction of the marketplace. These included the release of the [US Green Building Council’s LEED for Existing Buildings](#) rating system (LEED-EB); [Hospitals for a Healthy Environments \(H2E\) Green Guide for Healthcare](#); the [Collaborative for High Performance Buildings \(CHPS\) Maintenance & Operations Manual](#).

Perhaps what was best of all, in 2004 we found ways for all of these diverse groups to work together. That’s right – whether by intent or fate, but by all of these groups using the same basic standards and criteria, we have created enough marketplace demand that the manufacturers are reformulating their products, contractors are going green, and building owners are demanding it. We have helped make it easy. We have helped make it cost competitive. And as a result, we have helped the cleaning industry reduce “green” into simple economics – they can now do well by doing good.

So whether you are an architect, facility manager, interior designer, specifier, environmentalist, industry representative, government, NGO, or just committed citizen of the planet earth, together we are making a difference!

Thank you and I look forward to our continued success in 2005. We couldn’t do it without you.

## Subscription Information

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## In the Works

### “Automotive Month” at OSD



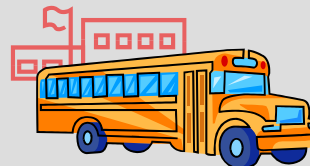
The Operational Services Division is actively working on **four new** statewide contracts for automotive products that will save money on fuels,

lubricants, and coolants, reduce dependence on petroleum, and work toward cleaning the air of substances that cause asthma and other respiratory illnesses.

Representatives of all the major car manufacturers have expressed an interest to bid on OSD’s current Request for Response (RFR) for a wide selection of **Hybrid Vehicles**, including two models from Honda, three from Toyota, two from GM and one from Ford. Interested buyers from state agencies, cities, towns, universities and others should stand by for the results in early March.

Another exciting RFR expected to be released in February includes

**Diesel Engine Retrofits** that would reduce emissions and particulate matter (contributors to asthma and lung damage) by as much as 90% in some cases on diesel powered vehicles and equipment.



Finally, a new contract for Re-refined Motor Oil, Recycled Antifreeze and Bio-based Lubricants should be awarded by early April and another for Ultra-low Sulfur Diesel and Bio-diesel fuels by June. Look for details in upcoming issues of the EPP Buyer Update.

## More on Cleaning

### EPP Cleaning Equipment is Now on State Contract

The selection of products available on the statewide contract for EPP Cleaners (GRO16) has just been dramatically expanded. Now you can access not only the non-toxic, non-carcinogenic, safe cleaning chemicals and janitorial paper supplies, but also the cleaning equipment!

The newly available products include:

- **Microfiber mops and cloths** that serve to reduce chemical usage, save water and increase cleaning efficiency,
- Labor saving **scrubbers, burnishers and strippers**,
- **Employee protection supplies** and more!

See the GRO16 “Vendor(s)” Tab on [Comm-PASS](#) for details.